

## **Chambers, Liz**

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**From:** Whidby, Jerry  
**Sent:** Tuesday, October 21, 1997 4:21 PM  
**To:** Chambers, Liz  
**Subject:** RE: Massachusetts

Liz, I will help in any way needed.

Jerry

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**From:** Chambers, Liz  
**Sent:** Tuesday, October 21, 1997 3:00 PM  
**To:** Whidby, Jerry  
**Cc:** Garman, Joe; Podraza, Ken  
**Subject:** Massachusetts  
**Importance:** High

Jerry, Ginny will not return to her office until later this evening. I called and talked with Kevin Osborne concerning the questions sent to Ginny this morning. He informed us that they are waiting to hear from marketing. Marketing is finding out what stores within the last couple of weeks are selling the brands that we are still lacking in the pick-up. This would give the TSM a direction in order to locate brands still needed. My comment was does marketing know this is a "need it yesterday" issue. He says they do know that it is needed urgently.

Joe also talked with him concerning the ISO 8243 sampling plan. If and when you go to less locations than stated a different sampling plan is to be used. This procedure (ISO 8243) is on page 7 of Annex A under A.2, Procedure for sampling at the point of sale at one point in time. If you get a chance read this section and see what you think. Joe is working on a table for the sales personnel of how you would need to sample based on going to less stores etc. in order to obtain 100 packs needed. We want to be prepared in case we do have to go to this different sampling plan.

We should hear from Ginny and Kevin later tonight. Hopefully their answers will be available first thing in the AM. Are you ready to fly????

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